From: Sara Peet
To: Daniel Cohen; Eligio Lara
Subject: FW: SB Housing Authority X Flock Safety - Updated Deployments & Agreements
Date: Thursday, September 19, 2024 11:48:49 AM
Attachments: Santa Maria PD X Flock Safety - Expansion Agreement (Signed w Digital Signature - Santa Barbara Housing Authority 19 cameras).pdf
SB HA X Santa Maria PD - COI.pdf

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Thursday, June 16, 2022 9:06 AM
To: Sara Peet <speet@cityofsantamaria.org>
Subject: Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good morning Sara,

I have attached the following documents for your review:

- COI for Santa Maria
- Expansion Agreement with Digital Signature
- Under "Exhibit A" on the expansion Agreement is where we attached the original T's & C's from the Phase 2 Camera Deployment for Santa Maria.
- Our general counsel, Mark Smith, is sending out two copies of the signed agreement with wet signatures addressed to you at the 1111 address.
- I'm waiting to hear back from our legal team that we meet all of the insurance requirements. I am sure we are good, but wanted to double check.

Please let me know if you need anything else from my end. You can reach me directly at (206) 432-1524.

Talk to you soon.
- Anton

On Wed, Jun 15, 2022 at 2:04 PM Sara Peet <speet@cityofsantamaria.org> wrote:

> Thank you!
>
> ---
>
> **From:** Anton Benbalit <anton.benbalit@flocksafety.com>
> **Sent:** Wednesday, June 15, 2022 2:03 PM
> **To:** Sara Peet <speet@cityofsantamaria.org>
> **Subject:** Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Ok. Thank you. I will forward over to my legal and billing team.

On Wed, Jun 15, 2022 at 2:02 PM Sara Peet <speet@cityofsantamaria.org> wrote:

> Please find our attached insurance requirements. I believe the information is described within the document but please do not hesitate to contact me if you have any questions or need additional information.
>
> Thank you,
>
> Sara

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Wednesday, June 15, 2022 1:58 PM
To: Sara Peet <speet@cityofsantamaria.org>
Cc: Daniel Cohen <dcohen@cityofsantamaria.org>
Subject: Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good afternoon Sara,

I appreciate you letting me know. Do you know what the exact information that you will need on the COI is?

On Wed, Jun 15, 2022 at 1:57 PM Sara Peet <speet@cityofsantamaria.org> wrote:

> Good Afternoon,
>
> I don't believe we need a W9 since we have you in our vendor system but a COI for this project would be good.
>
> Thank you,
>
> *Sara Peet*
>
> Santa Maria Police Department – 1111 W. Betteravia Rd., Santa Maria, CA 93455 - (805) 928-3781 x2442

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Wednesday, June 15, 2022 11:31 AM
To: Daniel Cohen <dcohen@cityofsantamaria.org>
Subject: Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good morning Commander Cohen,

No need to apologize for the delays - I know these things take a while! I was just thinking and realized that we might not have covered this yet - is Santa Maria going to need a COI and W9 for this project? Let me know if so and I can go ahead and get them generated on our end.

Talk to you soon.
- Anton

On Tue, Jun 7, 2022 at 2:07 PM Daniel Cohen <dcohen@cityofsantamaria.org> wrote:

> No worries at all. I apologize for the delays. We are pushing it on our end.
>
> *Dan Cohen, Division Commander*
> *Santa Maria Police Department*
> *(805) 928-3781 X-1234*
>
> **From:** Anton Benbalit <anton.benbalit@flocksafety.com>
> **Sent:** Tuesday, June 7, 2022 2:02 PM
> **To:** Daniel Cohen <dcohen@cityofsantamaria.org>
> **Subject:** Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements
>
> *** EXTERNAL EMAIL: Please use caution when opening links or attachments.***
>
> Thank you for the update, Commander Cohen. I completely understand - I know that you all are busy. I'm sorry to be so persistent.
>
> On Tue, Jun 7, 2022 at 1:59 PM Daniel Cohen <dcohen@cityofsantamaria.org> wrote:
>
> > We reviewed it, your attorneys reviewed it, and recommended changes.

We reviewed the changes, made some recommendations that we sent to the City Attorney, and we are still waiting for their response. I will provide an update as soon as I have a response.

I appreciate your patience, I know this is taking longer than expected.

Thank you,

Dan

Dan Cohen, Division Commander
Santa Maria Police Department
(805) 928-3781 X-1234

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Tuesday, June 7, 2022 1:02 PM
To: Daniel Cohen <dcohen@cityofsantamaria.org>
Subject: Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good afternoon Commander Cohen,

I hope that all is well on your end. I know that the Santa Maria City Attorney is working on the agreement between the PD and the HA, but I was wondering if the services agreement between the city and Flock has made it through the legal review process? Just want to make sure that we have all of our ducks in a row here.

Talk to you soon.
- Anton

On Fri, May 27, 2022 at 1:14 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Good afternoon Commander Cohen & Sanford,
>
> I hope that the both of you are doing great. I'm just doing my bi-weekly check-in to see how things are progressing on your end. I know these things take time, but wanted to make sure that there wasn't anything that I could assist with. Let me know if there is anything needed on my end. You can reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton

On Tue, Mar 15, 2022 at 9:51 AM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Commander Cohen,
>
> I am sending over the agreement for Santa Barbara Housing Authority. I've connected with my legal team and it sounds like we can just do the contract through the PD and have Sanford on the agreement as the billing contact. Let me know if there are any other terms that your legal department would like to add to the agreement - happy to assist in any way that I can. Side note, I'm working on getting a time set up with Corporal Best & Sanford to go over and finalize the locations for Evans Park. You can reach me via email or directly on my cell at (206) 432-1524.
>
> Talk to you soon.
> - Anton
>
> **CA - Santa Maria PD X Santa Barbara Housing Aut...**
>
> ---------- Forwarded message ---------
> From: **Anton Benbalit** <anton.benbalit@flocksafety.com>
> Date: Wed, Mar 9, 2022 at 3:17 PM
> Subject: SB Housing Authority X Flock Safety - Updated Deployments & Agreements
> To: Sanford Riggs <sanfordriggs@hasbarco.org>
>
> Sanford,
>
> I'm sending over the updated deployments, the cost per location, and the total cost. As well as some other points. I've outlined them down below:
>
> - I sent an email earlier today to our legal team - feel free to add in anything that I might have missed. I'll let you know when we hear back from them/they'll reply all.
> - There are a couple of cameras we are still trying to figure out for

Evans Park, but we have the total number of cameras so the cost will not change from the quote that I have attached below.

- All quotes are attached to this email.
- Our contracts are usually two-years and that's what they are set to right now. Let me know if you would like to adjust that.
- The links to the deployments can be found in the hyperlink on the property name.
- I've outlined all of the locations down below along with their upfront cost & recurring cost. Here they are:

    - Rancho Hermosa: 4 cameras I $11,400 up-front I $10,000 recurring
    - Depot Street: 3 cameras I $8,550 up-front I $7,500 recurring
    - Central Plaza: 3 cameras I $8,550 up-front I $7,500 recurring
    - 1092 E Chapel: 2 cameras I $5,700 up-front I $5,000 recurring
    - The Cottages: 1 camera I $2,850 up-front I $2,500 recurring
    - Evans Park: 6 cameras I $17,100 up-front I $15,000 recurring

- *Up-front fees include one-time $350 implementation fee (per camera)*
- **Grand Total Up-Front** (year one): **$54,150**
- **Grand Total Recurring: $47,500**

Hopefully all of this information is digestible enough. Let me know if it looks good. As I mentioned on the phone, the PD would prefer to have everything on one contract. Once I hear back from Flock's legal team I will have a better idea on next steps. Thank you for your patience. If anything comes up please don't hesitate to reach out via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton
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Anton Benbalit

Territory Sales Manager

206.432.1524 | anton.benbalit@flocksafety.com

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